

not assumed that they have kept up; the fact is determined, before promotion, by a rigid examination. The suggestion that the same course be pursued with regard to physicians generally—that they be examined at intervals of years and their license be time-limited and contingent upon their passing such an examination, is, theoretically, most excellent; but we are afraid that it will find but little favor amongst physicians the country over.

The attempt to get physicians financially interested in concerns, either good, bad or indifferent, which manufacture the things that physicians use, is as old as the hills. The argument is always the same. In the present

THE SAME PITFALL.

case we quote it from a letter addressed to a member of the Society by a gentleman who deals in "investments," and in this instance is trying to unload an unknown number of shares of stock in the "Olivoint Chemical Company, with office and laboratory in San Francisco." It may be said in passing that an inquiry as to advertising in the *STATE JOURNAL* the products of this company came to us some time ago and the applicant was advised to submit his preparations to the Council on Pharmacy and Chemistry; after which we could discuss the matter. So far as we are aware, the preparations have not yet been submitted to the Council for investigation. The letter says, among other interesting things:

"An opportunity is offered you to obtain an interest now in a growing concern whose products rank with the best. Instead of making money for other people, you can become a stockholder, and every time you write a prescription you help build up the company, add to the value of your stock and increase your yearly dividend."

And there you are. Just think of your profits; don't waste any time thinking about the patient or the unnecessary prescriptions you will write and the patient will have to pay for; just think of your profits and the rapidly growing value of your stock. That's the main idea; keep it well in mind; think of the money. That there must be a good many physicians who will go into these things is evidenced by the number of them that come along. It is charitable to believe that those who do so invest do not see the matter in its proper light; do not realize that they are being seduced into a sort of petty graft that puts a few dollars into their pockets, very many dollars into some other fellow's pocket, and takes a lot of money out of the patient. It is only human nature to believe that the man interested in such a concern will order the purchase of its products on every possible occasion, whether they are strictly necessary or not; it is to his financial advantage to do so, and he will do it in spite of his better inclinations and without thinking of what he is really doing. Indeed, that very fact is emphasized in the letter quoted and that phase of human nature is just exactly what these people all bank on to make added

profits for themselves. It is not nice to have to admit that physicians will do these things, but there are the facts.

A most notable advance has recently been made in the work of giving proper medical supervision to school children. The subject has been commented upon and commended a number of times in the *JOURNAL*, and the good work that has been done by Dr. Hoag in Pasadena has attracted no little attention. It is a pleasure to note that his usefulness is to be greatly extended, but Pasadena will be the loser by his taking away. Dr. N. K. Foster, so long the efficient Secretary of the State Board of Health, has been appointed Medical Director of the Oakland schools, and Dr. Hoag has been appointed Director of Hygiene and Medical Supervisor of the Berkeley schools, with a lectureship in the University on School Hygiene. Thus it is seen that these two most excellent men are to work together in the sister cities; that their efforts will be in common, and will bring to Oakland and to Berkeley very decided benefits, can not be doubted.

Most of our communities are strangely blind to one of the most important and vital questions that presents itself to a growing community—getting its children started right in the world. If the children do not get a fair and a right start, how can they be blamed for going all wrong later in life? How many a child has been driven into crime because of some physical defect, unnoticed in the years of his development, but always acting as a drag upon his proper mental and physical growth? The fairly good salaries which are to be paid these two gentlemen for their work in the schools will be returned many fold to the cities employing them. A medical supervisor of school children is as good as a whole juvenile court system, when it comes to preventing children from going astray. Our hearty congratulations are extended to the cities of Oakland and Berkeley; that the work which Dr. Foster and Dr. Hoag are to do will be well done, needs no saying.

Just at the present time there are a half-dozen or more good locations open for the right men;

SOME OPEN LOCATIONS. some of these are practices for sale and some are not. In any case, the amount of money involved is not large and covers

only the material outfit. One is a particularly fine chance for a young, sober, industrious and well prepared physician to step right in with an older practitioner and take up a very fine practice; but it must be a well equipped man who is capable of doing ordinary laboratory work. If you know of some physician who is not located or who is about to make a change, just drop a line to the *JOURNAL* office, or to the Secretary, and you will be put in communication with some one or more of the possible chances. Let us know what part of the state you prefer, for these openings are scattered from North to South.